

**DIR-CPO-4412**  
**Appendix C - Pricing Index (per Amendment 3)**  
**Xerox Corporation**

<b>Subcategory</b>	<b>DIR Customer Discount % off MSRP</b>
<b>Managed Print Services and Network Devices, Non-Network Devices and Related Services (MPS)</b>	
<b>Volume Band C1 - 1 to 30 ppm Color - C7020D, C7020S, C7020T; C7025D, C7025S, C7025T; C7030D, C7030S, C7030T; C8130T, C8130H</b>	
Volume Band C-1 (Printer High)	9.87%
Volume Band C-1 (Printer Low)	6.11%
Volume Band C1 (MFD High)	75.14%
Volume Band C1 (MFD Low)	5.14%
<b>Volume Band C2 - 31 to 50 ppm Color - C8135T, C8135H; C8145H; C400DN, C405DN; C500DN; C505S, C505X; C8000DT</b>	
Volume Band C2 (Printer - High)	41.47%
Volume Band C2 (Printer - Low)	5.92%
Volume Band C2 - (MFD - High)	80.04%
Volume Band C2 - (MFD - Low)	5.14%
<b>Volume Band C3 - 51ppm+ - C8155H; C8170H; C9065, C9070; C600DN; C605X, C605L; C9000DT, Xerox Instant Print Kiosk IPK7800HS</b>	
Volume Band C3 - (Printer - High)	26.31%
Volume Band C3 - (Printer - Low)	5.92%
Volume Band C3 - (MFD High)	86.24%
Volume Band C3 (MFD Low)	3.97%
<b>Volume Band M1 - 1-30ppm Monochrome - B7025D, B7025S, B7025H; B7030D, B7030S, B7030H</b>	
Volume Band M1 (Printer)	9.57%
Volume Band M1 (MFD High)	72.06%
Volume Band M1 (MFD Low)	10.33%
<b>Volume Band M2 - 31-49 ppm Monochrome - B7035D, B7035S, B7035H, B8145H, B405DN</b>	
Volume Band M2 (Printer High)	16.15%
Volume Band M2 (Printer Low)	5.50%
Volume Band M2 (MFD High)	69.05%
Volume Band M2 (MFD Low)	30.06%

<b>Volume Band M3 - 50-58 ppm Monochrome - B8155H, B600DN, B605S, B605SL, B605X, B605XL, B615SL, B615XL</b>	
Volume Band M3 (Printer High)	20.36%
Volume Band M3 (Printer Low)	19.66%
Volume Band M3 (MFD High)	76.39%
Volume Band M3 (MFD Low)	12.92%
<b>Volume Band M4 - 69-89 ppm Monochrome - B8170H, V180</b>	
Volume Band M4 (MFD High)	92.05%
Volume Band M4 (MFD Low)	82.24%
<b>Volume Band M5 - 90ppm+ Monochrome - B8090 Discontinued. Replacement pending product development</b>	
Volume Band M5	
<b>Miscellaneous</b> - Paper Tray Lock Kit, Vend Station Coin, Coin & Bill, Coin, Bill & Card, Removable Hard Drive Kit, Keyboard Kit, Foreign Interface Kit	0.00%
<b>Non-MFD - Light Production Copier/Printer Monochrome - D95CP, D110CP, D125CT, D136; PrimeLink B9100, B110, B125, B136</b>	
Non-MFD - Mono (Light Production High)	84.60%
Non-MFD - Mono (Light Production Low)	81.10%
<b>Non-MFD - Mono Production Systems - MFF100, MFF120; DPS100, DPS120, DPS-120MX, DPS144, DPS-144MX, DPS157, DPS157MX, DPS200, DPS288, DPS288MX, DPS314, DPS314MX</b>	
Non-MFD - Mono (Production Systems High)	57.95%
Non-MFD - Mono (Production Systems Low)	13.24%
<b>Non-MFD - Digital Color Presses - V180B, V180P; V280, V3100, V4100, 1Gen5120, IGen5120C; IGen5150, IGen5150C; IGen590, IGen590C; IR120, IRNX, XC1000i</b>	
Non-MFD - Color (Digital Press High)	60.19%
Non-MFD - Color (Digital Press Low)	0.89%
<b>Non-MFD - Print Server: DMPCTRL, ENTRYEFI, INTEGEFI, STNDALEFI, V180EFI, V180FFPS, V180EXBI, V180EXPI, V280INTEG, V280STNDA, FFSVR136; V3100 EXPI, V3100EX1; 1G3UPFFPS, IG4FFPS3, IG4EFI3, IG5EF12, 1G5FFPS, IG5FFPS2</b>	
Non-MFD - Print Server (High)	52.07%
Non-MFD - Print Svrer (Low)	2.59%
<b>EQUIPMENT FULL SERVICE MAINTENANCE AGREEMENTS (FSMA)</b>	
<b>Monochrome Office Products</b>	
<b>B405DN</b>	
Base Service Rate	no charge
B/W Click Rate	47.62%

Copy Allowance Service Plan	57.67%
<b>B7030D, B7030S, B7030H</b>	
Base Service Rate	no charge
B/W Click Rate	54.55%
Copy Allowance Service Plan	34.45%
<b>B7035D, B7035S, B7035H</b>	
Base Service Rate	no charge
B/W Click Rate	54.55%
Copy Allowance Service Plan	34.54%
<b>B8145H</b>	
Base Service Rate	0.00%
B/W Click Rate	54.55%
Copy Allowance Service Plan	84.47%
<b>B8155H</b>	
Base Service Rate	57.14%
B/W Click Rate	34.78%
Copy Allowance Service Plan	75.95%
<b>B8170H</b>	
Base Service Rate	57.14%
B/W Click Rate	34.78%
Copy Allowance Service Plan	68.06%
<b>B8090H - Discontinued. Replacement pending product development.</b>	
Base Service Rate	
B/W Click Rate	
Copy Allowance Service Plan	
<b>Color Office Products</b>	
<b>B400DN</b>	
Base Service Rate	100.00%
B/W Click Rate	47.62%
<b>C405DN</b>	
Base Service Rate	100.00%
B/W Click Rate	34.93%
Color Click Rate	25.29%
Copy Allowance Service Plan	86.83%
<b>C8130T and C8130H</b>	
Base Service Rate	100.00%
B/W Click Rate	56.59%
Color Click Rate	35.95%
Copy Allowance Service Plan	92.25%
<b>C8135T and C8135H</b>	
Base Service Rate	100.00%
B/W Click Rate	56.59%

Color Click Rate	35.95%
Copy Allowance Service Plan	92.25%
<b>C8145H</b>	
Base Service Rate	100.00%
B/W Click Rate	42.48%
Color Click Rate	42.28%
Copy Allowance Service Plan	93.27%
<b>C8155H</b>	
Base Service Rate	100.00%
B/W Click Rate	48.48%
Color Click Rate	42.28%
Copy Allowance Service Plan	87.37%
<b>C8170H</b>	
Base Service Rate	100.00%
B/W Click Rate	48.48%
Color Click Rate	42.28%
Copy Allowance Service Plan	65.66%
<b>C400DN</b>	
Base Service Rate	100.00%
B/W Click Rate	34.92%
Color Click Rate	25.21%
<b>C505S</b>	
Base Service Rate	16.67%
B/W Click Rate	38.28%
Color Click Rate	26.62%
<b>C505X</b>	
Base Service Rate	16.67%
B/W Click Rate	38.28%
Color Click Rate	26.21%
Copy Allowance Service Plan	87.15%
<b>C605X</b>	
Base Service Rate	16.67%
B/W Click Rate	37.04%
Color Click Rate	35.78%
Copy Allowance Service Plan	86.03%
<b>C8000DT</b>	
Base Service Rate	20.00%
B/W Click Rate	49.63%
Color Click Rate	52.95%
Copy Allowance Service Plan	90.80%
<b>C9000DT</b>	
Base Service Rate	16.67%
B/W Click Rate	49.63%
Color Click Rate	52.95%
Copy Allowance Service Plan	91.30%

Production Products		
<b>D95</b>		
	Base Service Rate	0.00%
	B/W Click Rate	38.10%
	Color Click Rate	31.75%
<b>D110</b>		
	Base Service Rate	no charge
	B/W Click Rate	42.86%
	Color Click Rate	26.98%
<b>D125</b>		
	Base Service Rate	no charge
	B/W Click Rate	42.86%
	Color Click Rate	26.98%
<b>D136</b>		
	Base Service Rate	no charge
	B/W Click Rate	42.86%
	Color Click Rate	11.11%
<b>D110PRT, D125PRT</b>		
	Base Service Rate	no charge
	B/W Click Rate	36.51%
	Copy Allowance Service Plan	n/a
<b>C9065</b>		
	Base Service Rate	19.19%
	B/W Click Rate	39.39%
	Color Click Rate	15.25%
<b>XC70</b>		
	Base Service Rate	19.19%
	B/W Click Rate	39.39%
	Color Click Rate	15.29%
<b>C7020D</b>		
	Base Service Rate	100.00%
	B/W Click Rate	30.00%
	Color Click Rate	36.95%
	Copy Allowance Service Plan	10.71%
<b>C7020S and C7020T</b>		
	Base Service Rate	100.00%
	B/W Click Rate	56.59%
	Color Click Rate	35.95%
	Copy Allowance Service Plan	44.63%
<b>C7025D</b>		
	Base Service Rate	100.00%
	B/W Click Rate	56.59%
	Color Click Rate	35.95%
	Copy Allowance Service Plan	37.98%

<b>C7025S and C7025T</b>	
Base Service Rate	100.00%
B/W Click Rate	59.59%
Color Click Rate	35.95%
Copy Allowance Service Plan	15.84%
<b>C7030D, C7030S and C7030T</b>	
Base Service Rate	100.00%
B/W Click Rate	56.59%
Color Click Rate	35.95%
Copy Allowance Service Plan	45.74%
<b>B605</b>	
Base Service Rate	58.33%
B/W Click Rate	26.85%
Copy Allowance Service Plan	not available
<b>B605SL</b>	
Base Service Rate	16.67%
B/W Click Rate	12.75%
Copy Allowance Service Plan	not available
<b>B605X</b>	
Base Service Rate	16.67%
B/W Click Rate	16.78%
Copy Allowance Service Plan	not available
<b>B605XL</b>	
Base Service Rate	16.67%
B/W Click Rate	12.75%
Copy Allowance Service Plan	not available
<b>B615SL and B615XL</b>	
Base Service Rate	16.67%
B/W Click Rate	14.39%
Copy Allowance Service Plan	not available
<b>B600DN</b>	
Base Service Rate	20.00%
B/W Click Rate	12.75%
Copy Allowance Service Plan	not available
<b>C500DN and C600DN</b>	
Base Service Rate	20.00%
B/W Click Rate	7.66%
Color Click Rate	6.33%
Copy Allowance Service Plan	
<b>MFF-100 and MFF-120</b>	
Base Service Rate	28.57%
B/W Click Rate	33.90%
	0.00%
<b>DPS-100 and DPS-120, DPS-120MX</b>	
Base Service Rate	5.00%

B/W Click Rate	22.45%
Copy Allowance Service Plan (custom plans available)	0.00%
<b>DPS-144, DPS-144MX and DPS-157, DPS-157MX</b>	
Base Service Rate	7.69%
B/W Click Rate	22.45%
Copy Allowance Service Plan	0.00%
<b>DPS-200</b>	
Base Service Rate	15.92%
B/W Click Rate	26.53%
Copy Allowance Service Plan	0.00%
<b>DPS-288, DPS-288MX and DPS-314, DPS-314MX</b>	
Base Service Rate	15.63%
B/W Click Rate	26.00%
Copy Allowance Service Plan	0.00%
<b>Digital Color Presses - V180B, V180P; V280; V3100, V4100 IGen51C20, Igen5120C; Igen 5150, IGen5150C; IGn590, IGen590C; IR120, IR120EXP, XC1000i</b>	<b>Quoted</b>
<b>Custom plans available based on applications/volumes/SLAs</b>	
<b>Non-MFD - Scanners - Portable, Mobile, Desktop, Production: Documate 3125, 4700, 4799, 4830, 5540, 6440, 6460, 6480, 6710</b>	
Non-MFD - Scanner (High)	37.46%
Non-MFD - Scanner (Low)	10.20%
Non-MFD - Scanner Service (High)	23.33%
Non-MFD - Scanner Service (Low)	21.67%
<b>MPS - Xerox Intelligent Workplace Solutions:</b> Account Management, Assessment, Total Cost of Ownership, Green Analysis Change Management, Device Monitoring, Implementation, Labor Services, Service Delivery Management, Reporting, End User Portal	10.00%
Professional Services - Ad Hoc Post-Installation Analyst, Training	10.00%
<b>Software Services</b> - Catalog of Software Offerings in Related Services. Included Software Categories: Environmental Sustainability, Authentication, Security, Accounting, Document Automation, Workflow Automation. Required pricing components: Software, Maintenance Support, Professional Services Implementation.	9.75%
Relocation Services	15.00%
Xerox Printer Management - 3rd Party	10.00%
3rd Party Device Maintenance - Non-Xerox Scanners	0.00%
3rd Party Device Maintenance - Non-Xerox Printers	5.00%
3rd Party Device Maintenance - MFD, Printer, Wide Format, Production per call and per hour rates	10.00%
After Hours Service - Xerox	10.00%
After Hours Service - Non-Xerox	5.00%

Xerox Workplace Suite - On Site and Cloud - server, license packs, connectors, workflow, service, support	9.75%
Print Security Audit Service	10.00%
Xerox Print Awareness Tool	30.00%
Xerox Print Awareness Tool - Installation, support	9.09%
Xerox Print Awareness Tool - Training	14.70%
Xerox Easy Translator	9.75%
Stroom - Fax Center, Backup, Extension: available 4, 8, 12, 16, 24, 32, 48, 60, 72, 96, 120 Port	11.00%
Stroom VOIP - Fax Center, Backup: available 4, 8, 12, 14, 48, 60 Port	9.75%
Stroom - System Assurance (High)	11.00%
Stroom - System Assurance (Low)	8.33%
XSPMS powered by Ysoft - Licensing, readers, support	10.00%
XSPMS powered by Ysoft - Implementation services, delivery management, technical engineer	0.00%
Workflow Automation Services - Software Implementation, Project Manager, Business Process Implementation hourly rate, Senior Business Process Manager	5.00%
Workflow Automation Business Process Improvement - 1 Process	9.00%
Workflow Automation Business Process Improvement - 2 Processes	17.00%
Workflow Automation Business Process Improvement - 3 Processes	22.00%
Workflow Automation Business Process Improvement -4 Processes	28.00%
Xerox Printer Access Facility - software, licensing	9.75%
Xerox XMPie - software, licensing, support	9.75%
Xerox XMPie - Email services, licensing, support	4.75%
Xerox XMPie - plug in modules	0.00%
Nuance - Auto Store and Output Manager, Equitrac Suite, Printer On, Page Control Touch, Card Readers	9.75%
Nuance Page Counter/Pay Station Accessories	9.00%
Nuance - Specialty Connectors	9.00%
Nuance Maintenance	0.00%
FreeFlow - Core, Advanced Automation, Prepress, Backup, Output Manager, Variable Data, Express to Print, Makeready, Print Manager, VIPP, Express to Print, Design Express, Support	9.75%
Communication Services	10.00%
Enterprise Content Management Services	10.00%
Equipment Security - Hard Drive Removal, Image Overwrite Service	0.00%
<b>Document Imaging Services (DIS)</b>	
Document Imaging Services - Content Capture, Scanning Imaging, Data Exchange, Delivery Media, Image Enhancement, Storage, ICR, Image Processing, Repository Hosting, Indexing, Conversion, OMR, Output Formatting, Retrieval, Secure Document Destruction, Special Handling, Transportation	20.00%
<b>Enterprise Content Management</b>	



Enterprise Content Management Services - On-Prem, Cloud, DocuShare, DocuShare Flex, Abbyy Flexi Capture, Licensing, Technical Support, Professional Services, Customized Workflows, Document Lifecycle Management	10.00%
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